

Licenseses

In fiscal year 1996, 960 new salesperson and broker licenses were issued. The 793 salesperson, 81 individual broker, and 86 corporation or partnership licenses represented a 10% decrease from 1995 and the fewest new licenses issued in nearly 20 years.

New Real Estate Licenses Issued			
	Fiscal Year		
License	1995	1996	% Change
Broker (Individual)	88	81	-8.0%
Broker (Corporation, Partnership)	94	86	-8.5%
Salesperson	886	793	-10.1%
Total	1,068	960	-10.1%

Fig. 9

As illustrated in Figure 10, the decline in new licenses issued continued a six year trend, although the rate of decline has slowed.

Historically, the total number of licensees increases in a non-renewal year. Although 1996, a non-renewal year, saw a 9% increase in the total licensee population, the gain was overshadowed by the 21% decline in fiscal year 1995.

As seen in Figure 11, the total number of salespersons and brokers has reached its lowest level in a non-renewal year since 1980.

The number of active licensees, 11,116, was virtually unchanged from last year's 11,112, while the number of inactive licensees increased by 25%, from 5,725 to 7,165.

The distribution of licenses in Figure 13 shows that at the end of 1996, inactive licensees made up 39% of the licensee population compared to 34% in 1995.

In terms of geographic distribution, Kauai (+0.3%), Hawaii (+0.2%), and Maui County (+0.4%) showed small gains while Oahu's (-1.4%) share dropped. See Figure 12.

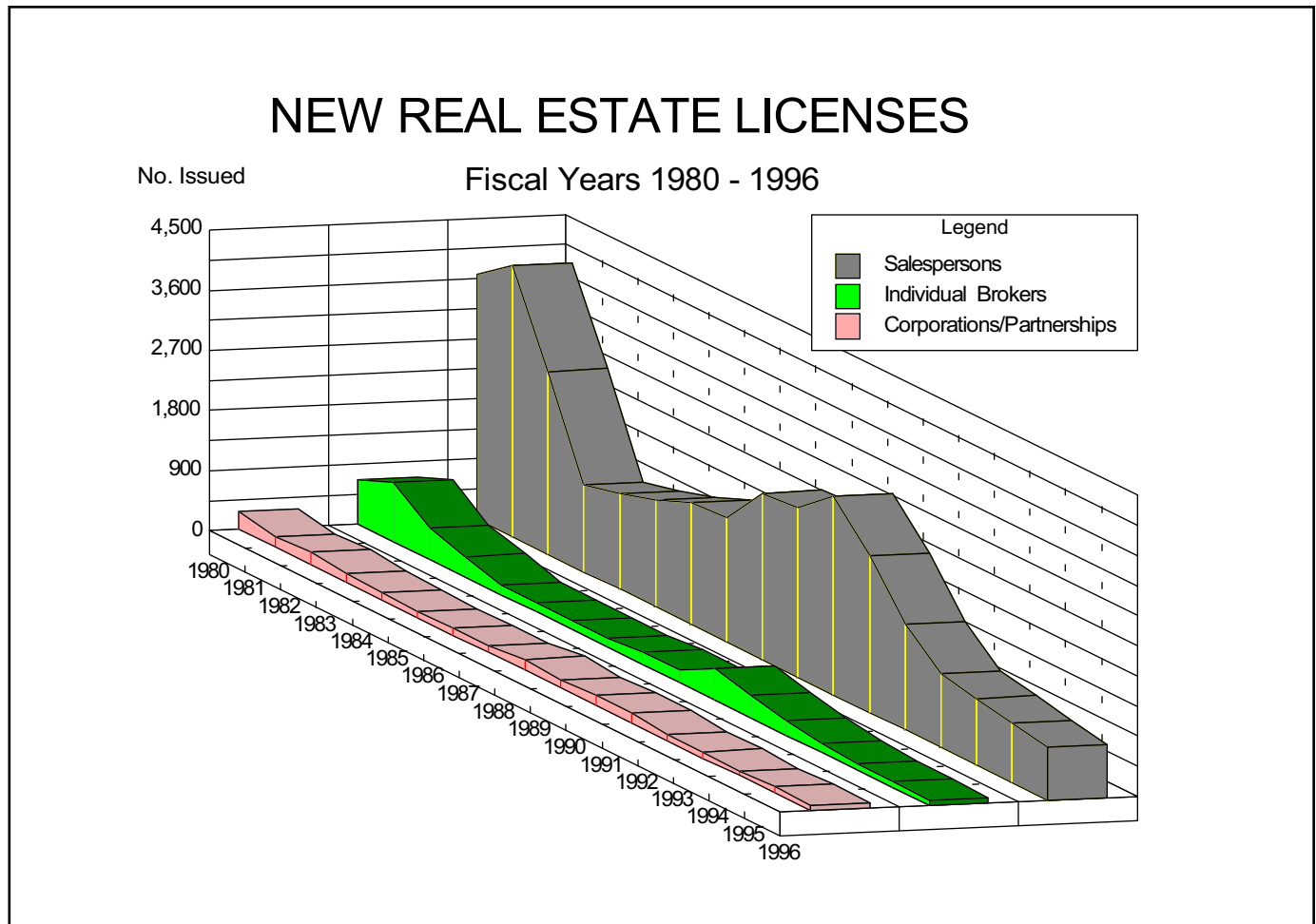


Fig. 10

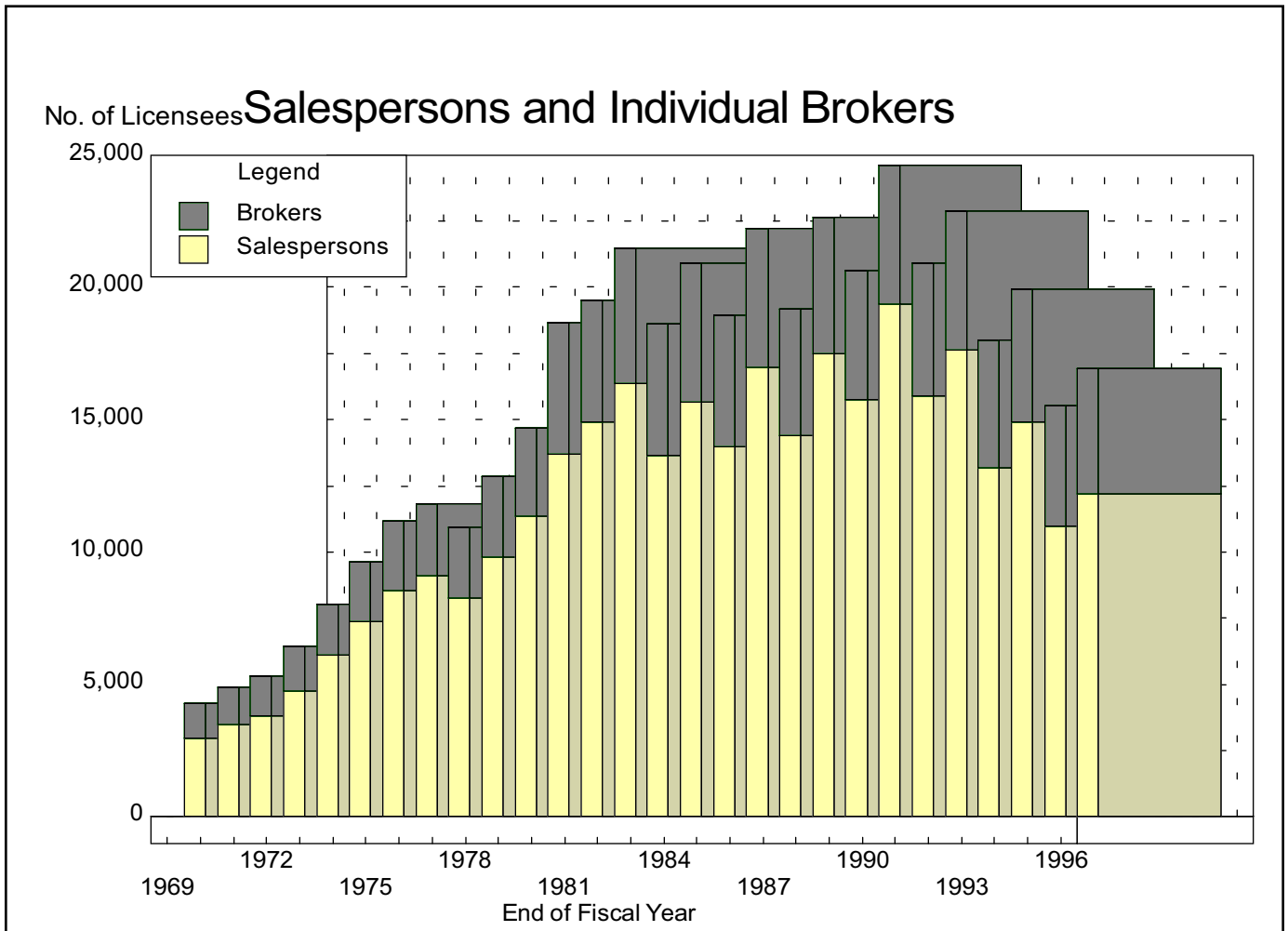


Fig. 11

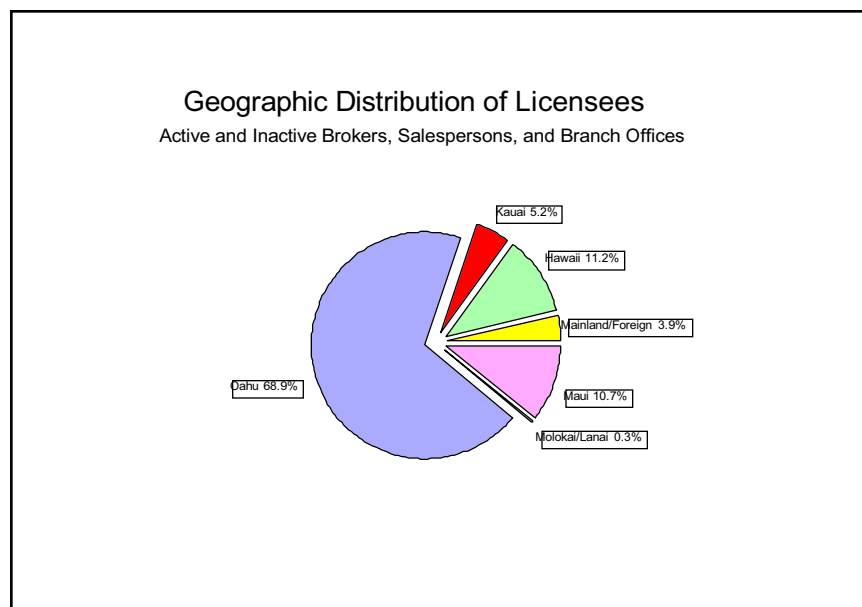


Fig. 12

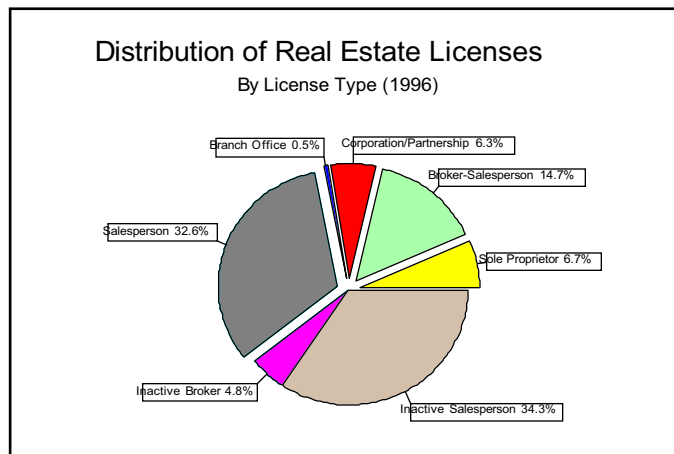


Fig. 13

Current Real Estate Licensees (1996) by License Type and Island

	Oahu	Hawaii	Mau	Kauai	Molokai	Lanai	Other	Total
Active								
Broker	1,887	336	310	149	9	1	-	2,692
Salesperson	4,136	652	768	380	18	4	-	5,958
Sole Proprietor	916	153	114	33	3	1	-	1,220
Corporation/Partnership	816	131	145	59	2	1	-	1,154
Branch Office	33	23	25	9	2	-	-	92
Total Active	7,788	1,295	1,362	630	34	7		11,116
Inactive								
Broker	464	87	50	23	-	-	161	785
Salesperson	4,264	640	524	284	3	2	541	6,258
Corporation/Partnership	62	18	10	5	-	-	3	98
Branch Office	13	4	6	1	-	-	-	24
Total Inactive	4,803	749	590	313	3	2		7,165
Total Active and Inactive								
Broker	2,351	423	360	172	9	1	161	3,477
Salesperson	8,400	1,292	1,292	664	21	6	541	12,216
Sole Proprietor	916	153	114	33	3	1	-	1,220
Corporation/Partnership	878	149	155	64	2	1	3	1,252
Branch Office	46	27	31	10	2	0	0	116
Total	12,591	2,044	1,952	943	37	9	705	18,281

Fig. 14